

June 16, 2023



# Janus International Appoints Pete Frayser as Chief Commercial Officer

*Brings over 15 years of business development, sales, and estimating experience to further enhance Janus's commercial efforts both domestically and abroad*

TEMPLE, Ga.--(BUSINESS WIRE)-- Janus International Group, Inc. (NYSE: JBI) ("Janus" or the "Company"), a leading provider of cutting-edge access control technologies and building product solutions for the self-storage and other commercial and industrial sectors, today announced the appointment of Pete J. Frayser to the newly created position of Chief Commercial Officer, effective June 12, 2023. He will be based in Atlanta, Georgia and report directly to Janus's CEO, Ramey Jackson.

Mr. Frayser brings over 15 years of experience to the role, with a proven track record that includes positions of increasing responsibility at the Company focused on business development, sales, and estimating. Most recently, Mr. Frayser served as Vice President of Sales and Estimating at Janus since 2019. Prior to assuming this role, Mr. Frayser served the Company in several other capacities including managing Janus's business development efforts in Latin America, Asia, and Africa. Before joining Janus, Mr. Frayser worked in real estate development in Valencia, Spain and later in a number of roles across the international sports industry with the National Basketball Association and Major League Baseball in New York. Mr. Frayser earned a Bachelor of Business Administration in International Business and a Bachelor of Arts in Spanish from the University of Georgia and a Master's degree in International Trade from the University of Castilla La Mancha in Spain.

Mr. Jackson commented, "Pete has distinguished himself as a proven leader during his time at Janus, including his most recent role of running our vital Sales and Estimating functions. His efforts have been instrumental in helping Janus achieve the exceptional growth we have seen in his time with the Company. The results he has delivered at each step of his journey at Janus, coupled with his diverse international experience, position him well to continue to grow and be a great asset to the Janus team."

Mr. Frayser stated, "I am proud of the strong results and growth we've collectively achieved at Janus; they are direct outputs of the incredible people I get to work with every day. I am excited and grateful for the opportunity to lead our commercial efforts as we continue building out industry-leading offerings and solutions across self-storage, commercial, and industrial end markets. I also look forward to the continuing partnership with our talented leadership team as we build on Janus's momentum to achieve our financial objectives."

## About Janus International Group

Janus International Group, Inc. ([www.JanusIntl.com](http://www.JanusIntl.com)) is a leading global manufacturer and supplier of turn-key self-storage, commercial, and industrial building solutions, including roll-

up and swing doors, hallway systems, re-locatable storage units and facility and door automation technologies. The Janus team operates out of several U.S. locations and six locations internationally.

## **Forward Looking Statements**

Certain statements in this communication may be considered “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements other than statements of historical fact included in this communication are forward-looking statements, including, but not limited to statements regarding Janus’s positioning in the industry to strengthen its pipeline and deliver on its objectives, the anticipated impact of this appointment, and Janus’s belief regarding the demand outlook for Janus’s products and the strength of the industrials markets. When used in this communication, words such as “may,” “should,” “could,” “would,” “expect,” “plan,” “anticipate,” “believe,” “estimate,” “continue,” or the negative of such terms or other similar expressions, as they relate to the management team, identify forward-looking statements. Such forward-looking statements are based on the current beliefs of Janus’s management, based on currently available information, as to the outcome and timing of future events, and involve factors, risks, and uncertainties that may cause actual results in future periods to differ materially from such statements.

In addition to factors previously disclosed in Janus’s reports filed with the SEC and those identified elsewhere in this communication, the following factors, among others, could cause actual results to differ materially from forward-looking statements or historical performance: (i) risks of the self-storage industry; (ii) the highly competitive nature of the self-storage industry and Janus’s ability to compete therein; and (iii) the risk that the demand outlook for Janus’s products may not be as strong as anticipated.

There can be no assurance that the events, results, or trends identified in these forward-looking statements will occur or be achieved. Forward-looking statements speak only as of the date they are made, and Janus is not under any obligation and expressly disclaims any obligation to update, alter, or otherwise revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by law. This communication is not intended to be all-inclusive or to contain all the information that a person may desire in considering an investment in Janus and is not intended to form the basis of an investment decision in Janus. All subsequent written and oral forward-looking statements concerning Janus or other matters and attributable to Janus or any person acting on its behalf are expressly qualified in their entirety by the cautionary statements above and under the heading “Risk Factors” in Janus’s most recently filed Annual Report on Form 10-K and Quarterly Report on Form 10-Q, as updated from time to time in amendments and its subsequent filings with the SEC.

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